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Agricultural
Cooperative
Service

Service
Report
Number 21

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Directory of U.S. Agricultural Cooperative Exporters

U.S. DEPARTMENT OF AGRICULTURE
OFFICE OF THE SECRETARY
WASHINGTON, D.C. 20250
1969-1970
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Directory of U.S. Agricultural Cooperative Exporters

International Trade Program
Agricultural Cooperative Service
United States Department of Agriculture
Post Office Box 96576
Washington, D.C. 20290-6576

Service Report Number 21
Revised February 1989

This directory provides information for importers who want to contact U.S. farmer cooperatives. The first section is an index by type of product, and the second section is an alphabetical listing that provides more details and contact information.

A general description of each cooperative's products is reported under the heading "Commodities Exported." In some cases a commodity name is followed by a dash and a detailed breakdown of various types is listed for that commodity. For example: "Seeds - alfalfa, ladino clovers, Sudan grass, and safflower."

Information about packaging is included for a few cooperative products and is reported in parentheses under the heading "Commodities Exported." In addition, some cooperatives have jointly established trading organizations and these are also referred to in parentheses under the heading "Commodities Exported."

A listing in this directory is voluntary and there are no membership or organization affiliation requirements. About 3,719 agricultural marketing cooperatives operate in the U.S., and 91 of this group are listed. This directory includes cooperatives that are capable of responding to inquiries and carrying out export transactions themselves or with third party representation.

The selection of cooperatives for the directory is influenced by the expected interest on the part of importers for the type of products that cooperatives offer. A technical definition of what constitutes an exporter did not strictly guide the selection process. For example, cooperatives with differentiated products that have some brand recognition in overseas markets are regarded as exporters, even if they never directly transact with importers. However, in the case of cooperatives with undifferentiated bulk commodities, those that are unable to directly transact with foreign buyers are not included.

Importers interested in U.S. cooperatives that are not currently exporting may contact Agricultural Cooperative Service for assistance in identifying those organizations. This directory will be periodically updated and revised.

Directory of U.S. Agricultural Cooperative Exporters

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Ag Processing Inc. (AGP)
11235 Davenport St.
Omaha, NE 68154

Telephone: 402/ 334-8010
FAX: 402/ 691-5215
TELEX: 43-8074

Commodities Exported: Degummed soybean oil, fully refined soybean salad oil, and soybean meal.

Agripac, Inc.
P.O. Box 5346
Salem, OR 97304

Contact: Douglas Frengle
Title: Export Sales Manager

Telephone: 503/ 363-9255
FAX: 503/ 371-5666
TELEX: 62933671

Commodities Exported: Beans—green and Italian, sweetcorn—whole kernel and cream style, carrots, mixed vegetables, beets, squash, and cherries. (Canned and frozen packed.)

Agway Inc.
P.O. Box 4933
Syracuse, NY 13221

Contact: Joel G. Newman
Title: Director, Natural State Food Products, Country Food Division

Telephone: 315/ 477-6135

Contact: Bruce Chapman
Title: Specialties Product Division

Telephone: 315/ 477-6008
FAX: 315/ 477-6078
TELEX: 62924571

Commodities Exported: Dry edible beans and seeds - potatoes, vine, clover, alfalfa, and sunflower.

Alliance Cooperative Association
P.O. Box H
Alliance, NE 69301

Contact: Joe Kirchner

Telephone: 308/ 762-3112

TELEX: 910 380 4934

Commodities Exported: Dry edible beans - Great Northern and pinto.

AMCOT
P.O. Box 547
Greenwood, MS 38930

Contact: Herman L. Hodges

Title: Chairman

Telephone: 601/ 453-6231

FAX: 601/ 453-5347

TELEX: 510 988 1206

Commodities Exported: Handles all major cotton varieties of the U.S.
(Marketing agent for CALCOT, Ltd., STAPLCOTN, Plains Cotton
Cooperative Association, and SWIG.)

Anderson's Peanuts
P.O. Drawer 420
Opp, AL 36467

Contact: John Reed

Title: Sales Manager

Telephone: 205/ 493-4591

TELEX: 593-408

Commodities Exported: Shelled peanuts - runner and Spanish variety.

Blue Anchor, Inc.
P.O. Box 15498
Sacramento, CA 95851

Contact: Jim Llano

Title: Export Sales Manager

Telephone: 916/ 929-3050

FAX: 916/ 921-9362

TELEX: 3774291

Commodities Exported: Table grapes, kiwifruit, peaches, plums,
nectarines, cherries, apples, and pears.

Blue Chelan, Inc.
P.O. Box 789
Chelan, WA 98816

Contact: Mike Lust
Title: Sales Manager

Telephone: 509/ 682-4027
FAX: 509/ 682-4620

Commodities Exported: Apples and pears.

Blue Diamond Growers
P.O. Box 1768
Sacramento, CA 95812

Contact: Ian C. Erridge
Title: Director-Export Sales

Telephone: 916/ 442-0771
FAX: 916/ 446-8620
TELEX: 377449

Commodities Exported: Almonds, hazelnuts, pistachios, and macadamias.

Bordo Citrus Products Cooperative
P.O. Box 1152
Winter Haven, FL 33882-1152

Contact: Joe Wellman
Title: Director of Transportation and Export Sales

Telephone: 813/ 294-5951
FAX: 813/ 293-6761

Commodities Exported: Single strength juices, bulk concentrates, and Florida grapefruit sections.

Burley Stabilization Corporation
P.O. Box 6447
Knoxville, TN 37914

Contact: William O. L. Myers
Title: Manager

Telephone: 615/ 525-9381
FAX: 615/ 525-8383

Commodities Exported: Tobacco.

Cal/West Seeds
P.O. Box 1428
Woodland, CA 95695

Contact: E. D. Weimortz
Title: President

Telephone: 916/ 666-3331
FAX: 916/ 666-5317
TELEX: 377407

Commodities Exported: Seeds - alfalfa, ladino clovers, Sudan grass, and safflower.

Calavo Growers of California
P.O. Box 26081
Santa Ana, CA 92799

Contact: Steven Davis
Title: Director, International Diversified Division

Telephone: 714/ 259-1166
FAX: 714/ 259-4810

Commodities Exported: Avocado, kiwifruit, and papaya.

CALCOT, Ltd.
P.O. Box 259
Bakersfield, CA 93302

Contact: Bruce Groessema
Title: Vice President, Export Sales

Telephone: 805/ 327-5961
FAX: 805/ 395-6895
TELEX: 68-2412

Commodities Exported: Cotton (also see listing for AMCOT).

California Bean Growers Association
P.O. Box 24610
Ventura, CA 93032

Contact: David Billings
Title: General Manager

Telephone: 805/ 652-0683

Contact: Mark Pickett

Telephone: 805/ 652-0683

FAX: 805/ 652-0430

TELEX: 29-5388

Commodities Exported: Dry edible beans - large lima, baby lima, black-eye, pink, light red kidney, dark red kidney, small white, flat white, Great Northern, and pinto.

Cherry Central Cooperative, Inc.
P.O. Box 988
Traverse City, MI 49685

Contact: James D. Giannestras
Title: Director of Sales and Marketing

Telephone: 616/ 946-1860

FAX: 616/ 941-4167

TELEX: 240334

Commodities Exported: Frozen and canned red tart cherries and dark sweet cherries, frozen blueberries, and apples.

Chief Wenatchee
P.O. Box 1091
Wenatchee, WA 98801

Contact: Ted M. Zacher
Title: President

Telephone: 509/ 662-8251

Contact: Dennis Gosbar
Title: Sales Manager

Telephone: 509/ 662-8251

FAX: 509/ 662-9415

TELEX: 152 422

Commodities Exported: Fresh apples, pears, cherries, and apricots.

Citrus World, Inc.
Box 1111
Lake Wales, FL 33853

Contact: Leslie Powell
Title: International Sales Manager

Telephone: 813/ 676-1411
FAX: 813/ 676-0114
TELEX: 529-672

Commodities Exported: Citrus juices and related products (consumer and industrial pack).

Comstock Foods
P.O. Box 20640
Rochester, NY 14602

Contact: David Crum
Title: Executive Vice President of Marketing and Sales

Telephone: 716/ 385-6580
FAX: 716/ 385-6178

Commodities Exported: Frozen corn.

Diamond Fruit Growers, Inc.
P.O. Box 180
Hood River, OR 97031

Contact: Brian Lay
Title: Export Sales Manager

Telephone: 503/ 386-3111
FAX: 503/ 354-2123
TELEX: 299790

Commodities Exported: Fresh pears, apples, and cherries.

Farmers Grain Terminal, Inc.
P.O. Drawer 1796
Greenville, MS 38702

Contact: Bill Bullard
Title: General Manager

Telephone: 601/ 332-0987
FAX: 601/ 332-0999
TELEX: 785068

Commodities Exported: Barley, corn, flax, millet, milo, oats, rye, soybeans, oilseeds/oilseed meal, refined oils, wheat - soft white, dark northern spring, hard red winter, and durum.

Farmers' Rice Cooperative
P.O. Box 15223
Sacramento, CA 95851

Contact: Paul Crutchfield
Title: Vice-President, Marketing

Telephone: 916/ 923-5100

Contact: Kenneth E. Carle
Title: Manager, Commodity Marketing

Telephone: 916/ 923-5100
FAX: 916/ 920-4295
TELEX: 176-955

Commodities Exported: Rice - short, medium, long milled, milled white or brown (bulk or packaged).

Farmland Foods, Inc. (Division of Farmland Industries)
3315 N. Oak Trafficway
Kansas City, MO 64116

Contact: Sales Manager

Telephone: 816/ 891-1200
FAX: 816/ 891-1258
TELEX: 42-4022

Commodities Exported: Canned hams, canned picnic shoulders, canned pork provisions, smoked hams and pork shoulders, sliced bacon, smoked bellies, all fresh/frozen pork products, whole pigskins, and offal.

Farmland Industries, Inc.
3315 N. Oak Trafficway
Kansas City, MO 64116

Contact: James W. Ranes
Title: Vice-President, International Marketing

Telephone: 816/ 459-6000
FAX: 816/ 459-5198
TELEX: 436-072

Commodities Exported: Fertilizers - ammonia, urea, DAP and MAP, feeds - swine, beef, and pet, livestock health and nutrition products, agricultural petroleum products, and agricultural chemicals.

Federated Genetics
1581 Apollo Drive
Lancaster, PA 17601

Contact: Loreley N. Bitner
Title: International Sales Specialist

Telephone: 717/ 569-7888

Contact: Mike E. Sleeper
Title: International Sales Manager

Telephone: 717/ 569-7888
FAX: 717/ 569-4672
TELEX: 258855

Commodities Exported: Frozen bovine semen. (Also see listing for World-Wide Sires, Inc.)

FernTrust, Inc.
P.O. Box 9
Seville, FL 32090

Contact: John T. Vernon
Title: Vice-President, Marketing

Telephone: 904/ 749-9249
FAX: 904/ 749-9248
TELEX: 910 2500 354

Commodities Exported: Florida greens - leatherleaf ferns, tree ferns, pittosporium, aspidistra, and ming ferns. Western greens - huck, salal, bear grass, and scotch broom.

Flue-Cured Tobacco Cooperative Stabilization Corporation
P.O. Box 12300
Raleigh, NC 27605

Contact: Fred G. Bond
Title: Chief Executive Officer

Telephone: 919/ 821-4560

Contact: Gary A. Harris
Title: Chief Operating Officer

Telephone: 919/ 821-4560
TELEX: 80-2568

Commodities Exported: 100% USA flue-cured tobacco, processed in strips. (200 kilograms per case).

Gibson Wine Company
P.O. Box 726
9750 Kent Street
Elk Grove, CA 95624

Contact: Charlene Hess
Title: Export Sales Representative

Telephone: 916/ 685-9594
FAX: 916/ 685-1448

Commodities Exported: grape wine, fruit and berry wines

Gold Crown Macadamia Association
P.O. Box 235
Fallbrook, CA 92028

Contact: Mrs. B. M. Scholes
Title: Secretary/Treasurer

Telephone: 619/ 728-4900

Commodities Exported: Macadamia nuts.

Gold Kist Inc.
244 Perimeter Center Parkway, N.E.
Atlanta, GA 30301

Contact: Alex Stripling
Title: Export Manager

Telephone: 404/ 393-5000
FAX: 404/ 393-5548
TELEX: 154 119

Commodities Exported: Broilers, Cornish hens, pork, beef, eggs, peanuts, and livestock feed.

Golden Gem Growers, Inc.
P.O. Box 609503
Orlando, FL 32860

Contact: Steve Dennis
Title: Director of Specialty Product Sales

Telephone: 407/ 886-8000
FAX: 407/ 886-8994
TELEX: 56 4348

Commodities Exported: Frozen concentrated orange juice and formulated drink bases.

Guild Wineries and Distilleries
391 Taylor Blvd., Suite 110
Pleasant Hill, CA 94523

Contact: Mark A. Clark
Title: Export Manager

Telephone: 415/ 798-7722
FAX: 415/ 798-0124
TELEX: 9102 400062

Commodities Exported: Cook's Champagne, Cribari Wines, Chase-Limogere Sparkling Wines, Dunnewood North Coast Wines

Harvest States Cooperatives
P.O. Box 43594
St. Paul, MN 55164

Contact: Patrick Kleumpke
Title: Export Manager

Telephone: 612/ 641-6565
FAX: 612/ 641-6857
TELEX: 170 294

Commodities Exported: Barley, corn, flax, millet, milo, oats, rye, soybeans, oilseeds/oilseed meal, refined oils. Wheat - soft white, dark northern spring, hard red winter, and durum.

Hawaii Anthurium Growers Cooperative
170 Wi Woole Street
Hilo, HI 96720

Contact: William J. Mori
Title: General Manager

Telephone: 808/ 935-6681
FAX: 808/ 935-1376

Commodities Exported: Anthurium cut flowers and other tropical flowers and foliage.

Indiana Farm Bureau Cooperative Association, Inc.
120 E. Market St.
Indianapolis, IN 46204

Contact: Steven Cavanaugh
Title: Vice-President, Grain Marketing

Telephone: 317/ 632-8391
FAX: 317/ 634-6190
TELEX: 27458

Commodities Exported: Corn and soybeans.

Keystone Foods, Inc.
63 Wall Street
North East, PA 16428

Contact: Bill Hires
Title: Director of Sales

Telephone: 814/ 725-4584
FAX: 814/ 725-4795

Commodities Exported: Non-citrus fruit juices (glass, cans, and frozen form).

Knouse Foods, Inc.
Peach Glen, PA 17306

Contact: Austin Gotwalt
Title: Export Sales Manager

Telephone: 717/ 677-8181
FAX: 717/ 677-7069
TELEX: 9109970548

Commodities Exported: Apple products - applesauce, apple juice, pie filling, vinegar, and apple specialty products.

Kona Farmers Cooperative
P.O. Box 309
Captain Cook, HI 96704

Contact: Mr. Kaoru Uyeda
Title: President

Telephone: 808/ 328-2411

Commodities Exported: Coffee and macadamia nuts.

Lake Michigan Growers
975 Three Mile Road, N.W.
Grand Rapids, MI 49504

Contact: Walt Van Der Wall

Telephone: 616/ 784-6551
FAX: 616/ 784-6554

Commodities Exported: Fresh apples.

Lake Wales Citrus Growers Association
P.O. Box 672
Lake Wales, FL 33853

Contact: Jerry Edmonds
Title: Sales Manager

Telephone: 813/ 676-4565
FAX: 813/ 678-1024

Commodities Exported: Fresh citrus.

Land O'Lakes, Inc.
P.O. Box 116
Minneapolis, MN 55440

Contact: Public and International Affairs Division

Telephone: 612/ 481-2508
FAX: 612/ 481-2022
TELEX: 212333

Commodities Exported: Animal milk replacers and other feeds. Seeds - soybeans and forage. Dairy livestock, processed dairy products, meats, and processed turkey products.

Lindsay International
208 W. Main St., #U1
Visalia, CA 93291

Contact: Eric M. Boyle
Title: Vice President and Sales Manager

Telephone: 209/ 738-5200
FAX: 209/ 562-1620

Commodities Exported: California ripe olives, Spanish style green olives, specialty olives, and cocktail onions for consumer and food service.

Manson Growers Cooperative
P.O. Box 322
Manson, WA 98831

Contact: Douglas England
Title: Manager

Telephone: 509/ 687-3530
FAX: 509/ 687-9657

Commodities Exported: Apples.

MFC Services (AAL)
P.O. Box 500
Madison, MS 39110

Contact: David Shoaf
Title: Director, Agribusiness International

Telephone: 601/ 856-2400
FAX: 601/ 856-3979
TELEX: 585-410

Commodities Exported: Livestock and poultry feeds, fish and pet foods.

Michigan Blueberry Growers Association
P.O. Box B
Grand Junction, MI 49056

Contact: John Shelford
Title: General Manager

Telephone: 616/ 434-6791
FAX: 616/ 434-6997

Commodities Exported: Fresh, frozen, individually quick frozen, purees, concentrates, and other custom processed blueberry products.

Mid-American Dairymen, Inc.
3253 E. Chestnut Expwy
Springfield, MO 65802

Contact: Daryl Peterson
Title: National Sales Manager of Sportshake

Telephone: 417/ 865-7100
FAX: 417/ 865-9176
TWX: 910/ 775-4746

Commodities Exported: Sportshake (non-refrigerated milkshake).

Mid-States Terminals, Inc. (Division of Countrymark, Inc.)
1301 Miami St.
Toledo, OH 43691

Contact: Kathy Whitta
Title: Export Manager

Telephone: 419/ 691-5703
FAX: 419/ 691-1951
TELEX: 810 442 1669

Commodities Exported: Corn, soybeans, and wheat - soft red winter and soft white.

**Midwest Agri-Commodities Co.
100 Tamal Vista Suite 180
Corte Madera, CA 94925**

Contact: Chuck Hufford
Title: President

Telephone: 415/ 924-4633
800/ 227-5185

FAX: 415/ 388-4209

Commodities Exported: Sugar beet pulp pellets.

**Mountain Orchard Cooperative, Inc.
P.O. Box 2
Aspers, PA 17324**

Contact: George M. Peters
Title: Sales Manager

Telephone: 717/ 677-7155
FAX: 717/ 677-9890

Commodities Exported: Apples, pears, and peaches.

**Naturipe Berry Growers
P.O. Box A
Watsonville, CA 95077**

Contact: Herb Baum
Title: President

Telephone: 408/ 722-3506
FAX: 408/ 728-9398

Commodities Exported: Fresh and frozen strawberries and fresh kiwifruit.

NOBA, Inc.
P.O. Box 607
Tiffin, OH 44883

Contact: Walter Oelfke
Title: Export Manager

Telephone: 904/ 454-3853

Contact: Janet Eckelberry
Title: Export Coordinator

Telephone: 419/ 447-6262
FAX: 419/ 447-6084

Commodities Exported: Frozen bovine semen.
(Also see listing for World-Wide Sires, Inc.)

Norbest, Inc.
P.O. Box 1000
Midvale, UT 84047

Contact: Robert Cluff
Title: Export Manager

Telephone: 801/ 566-5656
FAX: 801/ 255-2309
TELEX: 3723287

Commodities Exported: Whole turkeys, turkey parts, and cooked turkey products.

NORPAC Foods, Inc.
P.O. Box 458
Stayton, OR 97383

Contact: Colin A. MacDonald
Title: Export Sales Manager

Telephone: 503/ 635-9311
FAX: 503/ 635-7498
TELEX: 501-275

Commodities Exported: Frozen foods - corn, vegetable blends, potatoes, fruits, and soups. Canned vegetables.

Nulaid Foods, Inc.
5820 Stoneridge Mall Rd. #120
Pleasanton, CA 94566

Contact: Jeff Ovadia
Title: Vice-President, Marketing

Telephone: 415/ 847-2041
800/ 772-2329
FAX: 415/ 847-2028
TELEX: 33-7762

Commodities Exported: Dry pet food. Eggs - frozen, fresh, and dried (yellow and white).

Ocean Spray Cranberries, Inc.
225 Water Street
Plymouth, MA 02360

Contact: Jim Keating
Title: Managing Director, International Operations

Telephone: 508/946-1000
FAX: 508/946-7704

Commodities Exported: Cranberries and cranberry products. Grapefruit and grapefruit products.

Oregon Cherry Growers
P.O. Box 439
The Dalles, OR 97058

Contact: Merv Frank

Telephone: 503/ 296-5487
FAX: 503/ 296-2509

Commodities Exported: Cherries - fresh, frozen, brine, and maraschino.

Oregon Prune Exchange
1840 B Street
Forest Grove, OR 97116

Contact: Jim Lewis
Title: Manager

Telephone: 503/ 357-6800
TELEX: 285416

Commodities Exported: Prunes and hazelnuts.

**Pacific Coast Producers
P.O. Box 4240
Santa Clara, CA 95054**

Contact: Larry D. Clay
Title: President

Telephone: 408/ 249-1262
FAX: 408/ 249-1340

Commodities Exported: Canned apricots, grapes, peaches, pears, spinach, tomatoes and fruit cocktail.

**Pioneer Growers Cooperative
P.O. Box 460
Belle Glade, FL 33430**

Contact: Robert S. Wigley
Title: Executive Vice President

Telephone: 407/ 996-5561
FAX: 407/ 996-5703

Commodities Exported: Sweet corn, radishes, Chinese cabbage, celery, parsley, kohlrabi, and carrots.

**Plains Cotton Cooperative Association
P.O. Box 2827
Lubbock, TX 79408**

Contact: Bert Kyle
Title: Export Sales Manager

Telephone: 806/ 763-8011
FAX: 806/ 762-7335

Commodities Exported: Cotton (also see listing for AMCOT).

**Producers' Rice Mill
Box 461
Stuttgart, AR 72160**

Contact: Marvin Boden
Title: Vice President, Marketing and Sales

Telephone: 501/ 673-4444
FAX: 501/ 673-8131
TELEX: 536-455

Commodities Exported: Rice and related products.

Pure Gold, Inc.
P.O. Box 40
Redlands, CA 92373

Contact: Norma Solomon
Title: Export Sales Manager

Telephone: 714/ 793-0400
FAX: 714/ 793-0297
TELEX: 275166

Commodities Exported: Fresh citrus, oranges, lemons, grapefruits,
(California-Arizona origin in-season).

Ranchers Cotton Oil
P.O. Box 2596
Fresno, CA 93745

Contact: Glen N. Janzen
Title: President

Telephone: 209/ 268-5353

Commodities Exported: PBSY (once refined) cottonseed oil, salad and
cooking cottonseed oil, linters, meal, and hull pellets.

Rice Growers Association of California
P.O. Box 958
Sacramento, CA 95804

Contact: Ray Larson
Title: Director of Commodities

Telephone: 916/ 371-6941
FAX: 916/ 372-7158

Commodities Exported: Rice.

Riceland Foods, Inc.
P.O. Box 927
Stuttgart, AR 72160

Contact: Carl Brothers
Title: Vice President, Rice Marketing

Telephone: 501/ 673-5303

Contact: Don Hardy
Title: Vice President, Grain Merchandising

Telephone: 501/ 673-5202

FAX: 501/ 673-5397

TELEX: 240063

Commodities Exported: Rice and related products. Soybean oils and shortenings, lecithin and soybean by-products. (Riceland and Chef Way brands).

San Joaquin Valley Hay Growers Association
P.O. Box 1127
Tracy, CA 95378-1227

Contact: Melvin M. Coeho
Title: Manager

Telephone: 209/ 835-1622

FAX: 835-0719

Seald-Sweet Growers, Inc.
110 East Oak Avenue
Tampa, FL 33601

Contact: Rick Kimes
Title: Export Sales Manager

Telephone: 813/ 223-7441

FAX: 813/ 223-6864

Commodities Exported: Fresh grapefruit and oranges.

Sioux Honey Association
301 Lewis Blvd.
Sioux City, IA 51105

Contact: Jim Powell
Title: Export Manager

Telephone: 712/ 258-0638
TELEX: 480154

Commodities Exported: Honey.

Sire Power, Inc.
RD 2 Eatonville Road
Tunkhannock, PA 18657

Contact: Pablo Echevarria
Title: Export Sales Manager (Latin America)

Telephone: 717/ 836-3168
FAX: 717/ 836-1490
TELEX: 4992679

Commodities Exported: Frozen bovine semen.
(Also see listing for World-Wide Sires, Inc.)

Skookum, Inc.
P.O. Box 1987
Wenatchee, WA 98807

Contact: Eric Strutzel
Title: General Manager

Telephone: 509/ 662-8135
FAX: 509/ 663-3551
TELEX: 510 770 4490

Commodities Exported: Apples, pears, and cherries.

Snokist Growers
P.O. Box 1587
Yakima, WA 98907

Contact: Truman Yeager
Title: Vice President, Fresh Fruit Sales

Telephone: 509/ 453-5631

Contact: Larry West
Title: Vice President, Processed Fruit Sales

Telephone: 509/ 453-5631
FAX: 509/ 457-6417
TELEX: 5101 01 3254

Commodities Exported: Fresh apples and cherries (in season), pouch pack applesauce.

Southern States Cooperative, Inc.
P.O. Box 26234
Richmond, VA 23260

Contact: Joe Coffee
Title: Vice President, Economics and Planning

Telephone: 804/ 281-1000
TELEX: 710 956 0165

Commodities Exported: Livestock, dairy and poultry feed, fertilizer, farm supplies, and hybrid seed corn.

Southwestern Irrigated Cotton Growers Association (SWIG)
P.O. Box 1709
El Paso, TX 79949

Contact: Hans-Georg Kretschmer
Title: Vice-President, Sales

Telephone: 915/ 581-5441
FAX: 915/ 581-4138
TELEX: 74-9434

Commodities Exported: Cotton and cottonseed (also see listing for AMCOT).

Soy-Cot Sales, Inc.
2590 E. Devon Ave.
Des Plaines, IL 60018

Contact: Ann M. Vicek
Title: Manager

Telephone: 312/ 297-4160
TELEX: 72 6319

Commodities Exported: PBSY (once-refined) cottonseed oil and cottonseed meal. (Cooperative marketing agent for Plains Cooperative Oil Mill, Producers Cooperative Oil Mill, Valley Cooperative Oil Mill, and NE-Tex Cooperative Oil Mill.)

Staple Cotton Cooperative Association (STAPLCOTN)
P.O. Box 547
Greenwood, MS 38930

Contact: Meredith Allen
Title: Vice President-Marketing

Telephone: 601/ 453-6231
FAX: 601/ 453-5347
TELEX: 510 988 1206

Commodities Exported: Cotton (also see listing for AMCOT).

Sun-Diamond Growers of California
5568 Gibraltar Drive
Pleasanton, CA 94566

Contact: William W. Chalkey
Title: Vice-President

Telephone: 415/ 463-8200
FAX: 415/ 463-7492
TELEX: 171317

Commodities Exported: Raisins, walnuts, prunes, dried figs, dried apricots, dried peaches, mixed fruit, Brazil nuts, pecans, almonds (in shell), hazelnuts, mixed nuts, and prune juice.

Sunkist Growers, Inc. - Fresh Overseas Exports
P.O. Box 7888
Van Nuys, CA 91409

Contact: Richard J. Mead
Title: International Sales Manager

Telephone: 818/ 986-4800
FAX: 818/ 784-0112
TELEX: 651413

Commodities Exported: Fresh citrus.

Sunkist Growers, Inc. - Products Group
P.O. Box 3720
Ontario, CA 91761

Contact: Sidney J. Garrett
Title: International Sales Manager

Telephone: 714/ 983-9811

Contact: Ralph Carlson
Title: Licensed Products Manager

Telephone: 714/ 983-9811
FAX: 714/ 391-4200
TELEX: 3727053

Commodities Exported: Fruit juices and drinks, concentrates, candies, fruit flavorings, and oils.

Texas Citrus Exchange
P.O. Box 793
Mission, TX 78572

Contact: Jack Carithers
Title: Vice President, Fresh Fruit Sales

Telephone: 512/ 585-8321

Contact: Richard Davidson
Title: Bulk Concentrates Sales Manager

Telephone: 512/ 585-8321
FAX: 512/ 585-1617
TELEX: 766-646

Commodities Exported: Fresh oranges and grapefruit, citrus fruit concentrates, single-strength citrus fruit juices, and aloe vera products.

Tree Top, Inc.
P.O. Box 248
Selah, WA 98942

Contact: Michael Doherty
Title: Export Sales Manager

Telephone: 509/ 697-7251
FAX: 509/ 697-0421
TWX: 510/ 777-3662

Commodities Exported: Apple juice and cider, blended fruit juices, sparkling fruit juices, frozen concentrates, evaporated and low moisture apples, flake powder and apple fiber, and frozen apples.

Tri-State
E 10890 Penny Lane
Baraboo, WI 53913

Contact: Ron Sersland
Title: International Sales Manager

Telephone: 608/ 356-8357
FAX: 608/ 356-4387
TELEX: 265405

Commodities Exported: Frozen bovine semen.
(Also see listing for World-Wide Sires, Inc.)

Tri/Valley Growers
P.O. Box 7114
San Francisco, CA 94120

Contact: Peter K. Thor
Title: Vice President, Marketing and Planning

Telephone: 415/ 445-1734
FAX: 415/ 445-1628
TELEX: 279-046

Commodities Exported: Canned peaches, fruit cocktail, pears and other canned fruits. Complete line of tomato products, and fruit juices.
(Brands include S & W Fine Foods)

Trout, Inc.
P.O. Box 669
Chelan, WA 98816

Contact: Ric Easley
Title: Sales Manager

Telephone: 509/ 682-2539
FAX: 509/ 682-2651

Commodities Exported: Apples.

21st Century Genetics
P.O. Box 469
Shawano, WI 54166

Contact: Martha Roecker
Title: International Sales Representative

Telephone: 715/ 526-2141
FAX: 715/ 526-3219
TELEX: 754603

Commodities Exported: Frozen bovine semen.
(Also see listing for World-Wide Sires, Inc.)

Union Equity Cooperative Exchange
P.O. Box 3408
Enid, OK 73702

Contact: Dale Owens
Title: Vice President, Export Marketing

Telephone: 405/ 233-5100
FAX: 405/ 233-5100 ext. 348
TELEX: 747169

Commodities Exported: Wheat and grain sorghum.

Universal Cooperatives, Inc.
P.O. Box 460
Minneapolis, MN 55440

Contact: R. Hutchings
Title: Vice-President, Agriproducts Division

Telephone: 612/ 854-0800
FAX: 612/ 854-5744
TELEX: 229-731

Commodities Exported: Dairy and livestock equipment.

Virginia-Carolina Peanut Farmers Cooperative Association
P.O. Box 239
Franklin, VA 23851

Contact: Eddie Marks
Title: Sales and Customer Service

Telephone: 804/ 569-9255
FAX: 804/ 569-9557
TELEX: 901071

Commodities Exported: Virginia shelled and in-shell peanuts.

Washington Rhubarb Growers Association
P.O. Box 537
Sumner, WA 98390

Contact: Paul A. Hamock
Title: Manager

Telephone: 206/ 863-7333
FAX: 206/ 863-2775

Commodities Exported: Fresh and frozen rhubarb.

Welch Foods, Inc.
100 Main St.
Concord, MA 01742

Contact: William E. Hewins
Title: Vice President, International Division

Contact: Scott Smart
Title: Sales Manager

Telephone: 508/ 371-1000
FAX: 508/ 371-2832
TELEX: 710 347 0063

Welch Foods, Inc.
2 S. Portage St.
Westfield, NY 14787

Contact: Donald Ray
Title: Export Manager

Telephone: 716/ 326-3131
FAX: 716/ 326-5111

TELEX: 91-533

Commodities Exported: Grape and fruit juices (concentrates, bottles, and cans), sparkling grape juice, fruit drinks, and Welchade. Grape/strawberry jelly, jams, and preserves.

Wenoka Sales
P.O. Box 658
Wenatchee, WA 98801

Contact: Bill Liddell
Title: General Manager

Telephone: 509/ 663-8585
FAX: 509/ 662-7091

Commodities Exported: Fresh apples and pears.
(Cooperative marketing agent for Oro Fruit Company, Magi, Inc., Blue Star Growers, Inc., Peshastin Hi-Up Growers, Inc., and Leavenworth Fruit Company, Inc.)

Winter Garden Citrus Products Cooperative
P.O. Box 399
Winter Garden, FL 32787

Contact: James Hayes
Title: Assistant General Manager

Telephone: 407/ 656-1000
FAX: 407/ 656-1229
TELEX: 56-4345

Commodities Exported: Frozen concentrated citrus juices and citrus byproducts (bulk and retail pack concentrates).

World-Wide Sires, Inc.
P.O. Box 149
Hanford, CA 93232

Contact: Verne Adams
Title: Vice-President, Marketing and Sales

Telephone: 209/ 584-9281
FAX: 209/ 584-2003
TWX: 910/ 544-3235

Commodities Exported: Frozen bovine semen. (Cooperative marketing agent for Federated Genetics, KABSU, NOBA, Inc., Select Sires, Sire Power, Inc., Tri-State, 21st Century Genetics.)

Yakima Valley Grape Producers, Inc.
401 Avenue B
Grandview, WA 98930

Contact: Thomas P. McGann
Title: General Manager

Telephone: 509/ 882-1223
FAX: 509/ 882-1580

Commodities Exported: Fruit juices and purees - grape, apple, pear, peach, cranberry, strawberry and blends (Juices are supplied in single-strength, concentrate and frozen forms).



LUNCH ON CAPITOL HILL

Expensive

Bullfeathers (484-7170)

410 First Street, S.E.

Hunan (544-0102)

2nd and D Sts. at Massachusetts Ave., N.E.

The Monocle (546-4488)

107 D Street, N.E.

209½ Restaurant (544-6352)

209½ Pennsylvania Ave., S.E.

Medium Priced

American Cafe-The Market

227 Massachusetts Ave., N.E.

The Delly

332 Pennsylvania Ave., S.E.

Duddington's

319 Pennsylvania Ave., S.E.

Gallagher's On The Hill

637 Pennsylvania Ave., S.E.

Hawk and Dove Restaurant

329 Pennsylvania Ave., S.E.

Hunan Dynasty

215 Pennsylvania Ave., S.E.

Jenkin's Hill

223 Pennsylvania Ave., S.E.

La Brasserie

239 Massachusetts Ave., N.E.

**Library of Congress Buffet
James Madison Memorial Building**

101 Independence Ave., S.E.

6th Floor, 11:30 a.m.-2 p.m.



Machiavelli's
613 Pennsylvania Ave., S.E.

Mr. Henry's Restaurant
601 Pennsylvania Ave., S.E.

Sampan Cafe
656 Pennsylvania Ave., S.E.

Stevan's On The Hill
231 Pennsylvania Ave., S.E.

Tavern On The Hill
308 Pennsylvania Ave., S.E.

Taverna Greek Islands
307 Pennsylvania Ave., S.E.

Toscanini Ristorante
313 Pennsylvania Ave., S.E.

Yolanda's Al Campidoglio
223 Pennsylvania Ave., S.E.

Young Chow Restaurant
312 Pennsylvania Ave., S.E.

Inexpensive

Library of Congress Cafeteria
James Madison Memorial Building
101 Independence Ave., S.E.
6th Floor, 7 a.m.-3:30 p.m.

Chesapeake Bagel Bakery
215 Pennsylvania Ave., S.E.

Eastern Market Lunch Counter
7th and C Streets, S.E.

Frankly Fries
229 Pennsylvania Ave., S.E.

Kresge's Lunch Counter
666 Pennsylvania Ave., S.E.

McDonald's
625 Pennsylvania Ave., S.E.

Roy Rogers Family Restaurant
317 Pennsylvania Ave., S.E.

Sherrill's Bakery and Restaurant
233 Pennsylvania Ave., S.E.

Supreme Court Cafeteria
Supreme Court Building, Ground Level
(Closed to the public from 12 to 12:15,
and from 1 to 1:15 p.m.)

Tune Inn
331 1/2 Pennsylvania Ave., S.E.

U.S. Department of Agriculture
Agricultural Cooperative Service
P.O. Box 96576
Washington, D.C. 20090-6576

Agricultural Cooperative Service (ACS) provides research, management, and educational assistance to cooperatives to strengthen the economic position of farmers and other rural residents. It works directly with cooperative leaders and Federal and State agencies to improve organization, leadership, and operation of cooperatives and to give guidance to further development.

The agency (1) helps farmers and other rural residents develop cooperatives to obtain supplies and services at lower cost and to get better prices for products they sell; (2) advises rural residents on developing existing resources through cooperative action to enhance rural living; (3) helps cooperatives improve services and operating efficiency; (4) informs members, directors, employees, and the public on how cooperatives work and benefit their members and their communities; and (5) encourages international cooperative programs.

ACS publishes research and educational materials and issues *Farmer Cooperatives* magazine. All programs and activities are conducted on a nondiscriminatory basis, without regard to race, creed, color, sex, age, marital status, handicap, or national origin.